

Debt Capital Markets (DCM)

ASIA-FOCUSED BANK HEADQUARTERED IN THE UK



Client challenges

- » The client is an APAC-based, mid-sized investment bank. Moody's Analytics Knowledge Services has been supporting its DCM division since 2012, with global coverage of investment-grade, high-yield and financial institutions teams
- » The goal was to set up an offshore platform to support an onshore team of bankers globally, with the following key objectives:
 - » To allow onshore bankers to focus on value addition and client-centric revenue-generating activities
 - » To enable standardization and centralization of recurring tasks
- » The DCM relationship was based on an excellent engagement with the Corporate Finance and Coverage teams; MA Knowledge Services delivered a high-quality, cost-efficient model to meet client objectives
- » A 12-member dedicated DCM team from MA Knowledge Services supports client teams across APAC, EMEA and the Americas
- » Support across the deal cycle covers market updates, debt structure analysis, bond-issuance databases, credit positioning, pitchbook support, pricing updates, covenant analysis, credit memos, and investor profiles

Solution

- » Set up a dedicated team with specific skill sets and experience in DCM
- » Regularly expanded the team to reduce queue time and to provide support with time-sensitive analysis
- » Provided increased coverage to the client – 12+ hours in staggered shifts, for more real-time coordination
- » Provided weekend support to cover market updates/newsletters and to provide better coverage for bankers in the Middle East

Client benefits

- » **Dedicated teams:** Established dedicated teams to support onsite teams at various client locations
- » **Standardization and automation:** Automated standard and repetitive tasks to improve productivity and efficiency by up to 40%
- » **Market data sources (MDS) rationalization:** Achieved cost savings by rationalizing the use of MDS
- » **Value-added tasks:** Supported bankers on more ad hoc and value-added tasks and live deals, enabling stronger deal origination

ABOUT MOODY'S ANALYTICS KNOWLEDGE SERVICES

Moody's Analytics Knowledge Services, a division of Moody's Analytics, is a leading provider of high-value research, analytics and business intelligence to the financial services sector. The company supports over 200 financial institutions and consulting companies through a team of over 2,600 subject matter experts who work as an extension of the clients' teams based out of various global delivery centres.

We empower our clients to drive revenues higher. We innovate using our proprietary technology and automation solutions. We enable our clients to transform their operating model and cost base.

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